



# Energy Efficient Lighting

If We Build It...
Will Builders Come?





## **BUILDER EXPERIENCES**















SPECIALIZED HOMES IIC



 ×				
			2	

#### Our Answers to Builder Challenges



- **♦ Affordable Energy Star ® Packages** (trade offs)
- **♦ No Hassle Utility "Instant" Rebate Program (applied to cost)**
- Maximized Points for Energy Star ® Homes and Built Green Program Certification (ALP) (We do it for them)
- Customized Energy Star ® Marketing Material
- Training on Features & Benefits of Energy Star ® Lighting
- Broadest ENERGY STAR ® Selection Available
- **♦ Energy Star** ® **Fixtures in Stock Locally**
- Latest Technology





#### **Market Transformation**

What Do We Need?



- Continued Product Enhancement
- Quality Control
- Greatly Expanded Selection
- Hardwire Incentives
- Narrowed Price Gap
- Early Adapter Support





### Why Will Builders Use Energy Star ® ?



### **EXCEPTIONAL VALUE!**

- ✓ Quality Products
- √ Competitive Prices
- ✓ Environmental Benefit
- √ Energy Savings

- ✓ Growing Market Appeal
- ✓ Partner Support
- ✓ Innovative Builder Programs
- ✓ Competitive Advantage



